

Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.

HD 1491
A1256

STA/STA



United States
Department of
Agriculture

Economics,
Statistics, and
Cooperatives Service

Cooperative
Information
Report 4

1979

Farmer Cooperative Publications

U.S. DEPT. OF AGRICULTURE
LIBRARY

SEP 10 '78

COOPERATIVE GROWTH: Trends

THE COOPERATIVE PROGRAM

Economics, Statistics, and Cooperatives Service

What It Does—How It Works

The-Cooperative Program of Economics, Statistics, and Cooperatives Service serves the heart of American agriculture by devoting its total effort to preserving and improving the family farm. The Department of Agriculture has a longstanding and clear public mandate to foster and support this institution as the means by which the Nation's food and fiber are produced.

Family farmers use the cooperative form of business to increase their income and enhance their quality of living. They use cooperatives as extensions of their farm businesses to jointly purchase production supplies, process and market products, and perform related services. By working together for mutual benefit, they are able to reduce costs and obtain greater returns at the marketplace. They are able to provide Americans with the world's most plentiful, highest quality, and least costly food.

The Cooperative Program has several major thrusts to help make family farmers' cooperative businesses competitive and efficient.

Technical Assistance

Technical assistance is provided in response to specific problems. Requests may come from a few farmers directly or from local and regional cooperative boards representing hundreds or sometimes thousands of farmers. Help is given on business organization and relationships of the cooperative to other businesses and institutions. Work involves determining the feasibility of new facilities. Advice may be given on the merits of merging organizations or forming new ones. Technical studies cover the full range of decisionmaking found in a cooperative business enterprise. The agency is prepared to build any one link in the farm economic system or to design an entirely new system.

Technical assistance is largely designed to specifically benefit the requesting group. However, the results often provide guidance in developing business strategy for all cooperatives.

Applied Research

Applied research is conducted to acquire and maintain the base of information necessary to give farmers relevant and expert assistance pertaining to their cooperatives. Studies concentrate on financial, organizational, legal, social, and economic aspects of cooperative activity. Concerted effort is made to ensure that research has direct application to cooperatives' current and emerging requirements to serve the family farm most effectively.

Statistical Data

Statistical data are collected to detect changes in structure, operations, and growth trends. Data help identify and support applied research and technical assistance activities. Additionally, this information is extensively used by legislative and executive branches of Government in formulating agricultural policy.

Information and Education

A distinct information mission is clearly stated in the Cooperative Marketing Act of 1962 which charges USDA "to promote the knowledge of cooperative principles and practices and to cooperate, in promoting such knowledge, with educational and marketing agencies, cooperative associations, and others." This information mission is accomplished by the agency serving as a central storehouse of data about farmer cooperatives in the United States. The mission is communicated through a variety of publications developed to convey the basic principles of cooperation and the key organizational and management elements required for successful cooperative effort. A monthly magazine, *Farmer Cooperatives*, is published to report significant achievements by cooperatives, the most advanced thinking of cooperative leaders, and highlights of agency technical assistance and research activities.

Guiding Principles

Guiding principles for Cooperative Programs efforts center on providing immediate response and leadership in the changing economic environment in which family farmers operate. Specialists are prepared to work with the most sophisticated farmers of those with limited resources and management skills.

The Cooperative Program of the agency is organized into three divisions—marketing and purchasing, management, and cooperative development. These divisions are prepared to commit one specialist or a substantial team to projects. They may tackle a project alone or work with other State and Federal agencies, universities, or with one or a group of cooperatives. Because of their versatility and flexibility, the divisions serves as the national focal point of activity about farmer cooperatives.

Over the years, Cooperative Program activities have been wide-ranging and complex. Yet its fundamental purpose remains simple: To help farmers help themselves.

Compiled by Marjorie Christie

CONTENTS

	<i>Page</i>
Numerical series and description	1
Cooperative information reports	1
FCS information reports	5
FCS research reports	10
Farmer Cooperative research reports	15
Marketing research reports	17
Program aids	18
 Miscellaneous publications	 19
Educational aids	19
Educational circulars	20
Bulletins	21
FCS circulars	21
ESCS reports	21
Farmer Cooperative reprints	22
Service reports	24
Unnumbered	24
 Publications by subject matter	 25
History and statistics	25
Organization-general	26
Starting a cooperative	28
Mergers and joint ventures	29

Operations	29
Education and training	29
Finance	31
Foreign trade	30
Legal matters	32
Management	32
Marketing—general	33
Bargaining	35
Livestock	35
Major crops—food and feed grains	36
Major crops—cotton	37
Major crops—fruits and vegetables	37
Specialty crops and products	38
Member and public relations—general	38
Purchasing—general	39
Feed	39
Fertilizer	40
Petroleum	40
Seed	40
Research	40
Transportation and distribution	40
Rural development	41

Farmer Cooperative Publications

NUMERICAL SERIES AND DESCRIPTION

Limited numbers of copies of most publications are available free. A few publications that are expensive to produce are for sale at cost. Negative or positive film can be made available if requesting organizations have need of and wish to print large quantities.

Direct publications request to Economics, Statistics, and Cooperatives Service, U.S. Department of Agriculture, Washington, D.C. 20250.

COOPERATIVE INFORMATION REPORTS

- 1 **FARMER COOPERATIVES IN THE UNITED STATES.**
Available only in the following sections:

Section 1 — **COOPERATIVE PRINCIPLES AND LEGAL FOUNDATIONS.** 1977. 32 pp.

Gives identifying characteristics of farmer cooperatives and the many documents and organizations responsible for their origins and progress.

Section 2 — **AGRICULTURAL COOPERATIVES: PIONEER TO MODERN.** 1977. 46 pp.

History of cooperative activities from 1810 to the modern day. Covers cooperative experimentation; encouragement by farm organizations; expansion in commodity marketing; adoption of sound business practices, and how they adjusted to change.

Section 4 — **COOPERATIVE DEVELOPMENT IN RURAL AREAS.** 1978. 34 pp.

Describes recently formed cooperatives. Shows examples of cooperatives formed both by high-resource and low-resource farmers by commodity.

Section 5 — ORGANIZATIONS SERVING COOPERATIVES. 1978. 40 pp.

Gives a capsulized description of the various national and State trade and service organizations and how each serves in assisting cooperatives.

Section 12 — COOPERATIVE TRANSPORTATION AND DISTRIBUTION. 1978. 28 pp.

Evaluates the importance of total physical distribution in a farm marketing or supply cooperative. This involves the managing of products or materials to or from cooperatives. Included are transportation, warehousing or storage, order processing, inventory management, materials handling, packaging, as well as finished products.

Section 13 — FRUIT, VEGETABLE AND NUT COOPERATIVES. 1978. 58 pp.

Tells of the important part cooperatives play in marketing these products. Describes the two main functions these cooperatives perform: marketing products in fresh or processed form and bargaining for terms of trade. Also lists services such as production, quality and marketing information to members.

Section 14 — LIVESTOCK AND WOOL COOPERATIVES. 1979. 32 pp.

Gives a brief history of the livestock and wool cooperatives in the United States. Also reports overall statistics for the present livestock and wool cooperatives in accounting for farmers' cash receipts.

Section 15 — GRAIN COOPERATIVES. 1979. pp.

Discusses cooperative marketing of all types of food and feed grains, except for rice and dry beans and peas, which are covered in other sections. Gives a picture of the number of cooperatives engaged in marketing, handling, or processing grain and soybeans. Includes an early history of country elevators.

(Subsequent sections will appear as printed.)

2 COOPERATIVE FACTS. Revised 1978. 20 pp.

A compilation of facts relating to founding of cooperatives from both a historical and general standpoint.

- 3 COOPERATIVES — DISTINCTIVE BUSINESS CORPORATIONS. C.H. Kirkman, Jr. Revised 1978. 28 pp.

Pictures cooperatives as distinctive business corporations in the American private enterprise system. Tells both advantages and disadvantages of various businesses doing business in the United States.

- 4 FARMER COOPERATIVE PUBLICATIONS. Revised 1979.

Lists available publications by subject, number, and series.

- 5 COOPERATIVES IN AGRIBUSINESS. Revised 1978. 60 pp.

Contains basic cooperative background for high schools and junior colleges, explaining what a cooperative is — organization, financing, and operations. Points out various rural, consumer and cooperatives' examples. Touches on career opportunities.

- 6 UNDERSTANDING YOUR COOPERATIVES. C.H. Kirkman, Jr. 1978.

This publication is laid out in four lessons with the following titles:

1. Principles and Practices
2. Historical Developments
3. Economic Democracy in Action
4. Principles Underlying Cooperative Financing and Taxation

Prepared for postsecondary schools to improve student understanding of cooperatives operating in the community, so students undertaking a cooperative work program between the college and business or industry can progress. Publication has illustrations for making overhead transparencies.

- 7 HOW TO START A COOPERATIVE. Revised 1979. 18 pp.

A very simple guide for groups interested in a step-by-step approach to organizing a cooperative.

- 8 MR. CHAIRMAN. C.H. Kirkman, Jr. Revised 1979. 28 pp.

Reviews parliamentary law, order of business, and what constitutes a quorum.

- 9 WHAT ARE PATRONAGE REFUNDS? David Volkin.
Revised 1977. 12 pp.
- Discusses patronage refunds and their relationship to the cooperative concept and points out need for more research on various aspects of cooperatives.
- 10 IS THERE A CO-OP IN YOUR FUTURE? C.H. Kirkman, Jr.
Revised 1978. 36 pp.
- Highly illustrated, describes in simple terms how to start a cooperative.
- 11 WHAT ARE COOPERATIVES? C.H. Kirkman, Jr. Revised
1978. 12 pp. (Also in Spanish.)
- Highly illustrated, describes in simple terms why people form cooperatives.
- 12 MEMBERS MAKE CO-OPS GO. C.H. Kirkman, Jr. Revised
1978. 12 pp. (Also in Spanish.)
- Highly illustrated, describes in simple terms what members must do to make their cooperative successful.
- 13 USING CO-OP MEMBERS' MONEY. C.H. Kirkman, Jr.
Revised 1978. 16 pp.
- Highly illustrated, describes in simple terms the function of money in a cooperative.
- 14 WHAT CO-OP DIRECTORS DO. C.H. Kirkman, Jr. Revised
1978. 12 pp. (Also in Spanish.)
- Highly illustrated, describes in simple terms the responsibilities of directors.
- 15 MEASURING CO-OP DIRECTORS. C.H. Kirkman, Jr.
Revised 1978. 12 pp. (Also in Spanish.)
- Highly illustrated, describes in simple terms how co-op members elect and keep co-op directors.
- 16 MANAGER HOLDS IMPORTANT KEY TO CO-OP
SUCCESS. C.H. Kirkman, Jr. Revised 1978. 12 pp. (Also in
Spanish.)
- Highly illustrated, describes in simple terms the responsibilities of a co-op manager.

- 17 EMPLOYEES HELP CO-OPS SERVE. C.H. Kirkman, Jr.
Revised 1978. 15 pp.

Highly illustrated, describes in simple terms how employees can contribute to making a cooperative successful.

- 18 GUIDELINES CO-OP EMPLOYEES NEED. C.H. Kirkman,
Jr. 1978. 34 pp.

Highly illustrated, describes in simple terms the guidelines to help employees know what is expected of them.

- 19 BOOKKEEPING FORMS YOUR CO-OP NEEDS. Francis P.
Yager. Revised 1978. 12 pp.

Highly illustrated, explains simply the bookkeeping forms that cooperatives need to keep up-to-date and complete records of business.

- 20 GUIDES TO CO-OP BOOKKEEPING. Francis P. Yager.
Revised 1978. 18 pp.

Highly illustrated, explains what a bookkeeping system is and what business information it provides to a cooperative.

- 21 ORGANIZING AND CONDUCTING COOPERATIVES'
ANNUAL MEETINGS. French M. Hyre and Irwin W. Rust.
Revised 1979. 60 pp.

Brings together many ideas proved practical in actual use. Most activities discussed are basic in building and maintaining sound membership understanding and good community relations.

- 22 AMERICAN FARMERS IN THE GRAIN EXPORT BUSI-
NESS. Arvin R. Bunker. 1978. 44 pp.

Lists key commodity, facility, and personal contact information that foreign buyers need to deal with U.S. cooperatives directly exporting grain. Other cooperatives supplying grain for export are also described.

FCS INFORMATION REPORTS

- 8 FARMER COOPERATIVES AND THE COMMUNITY. John
H. Heckman. 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community, and then highlighting ways to work with these groups.

- 21 **PROVIDING EQUITABLE TREATMENT FOR LARGE AND SMALL MEMBERS.** Irwin W. Rust. 1961. 15 pp.

Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.

- 29 **STEPPING STONES TO GOOD MEMBER RELATIONS.** Luther E. Raper. 1962. 28 pp.

Distills Mr. Raper's many years of experience as head of membership relations activities for Southern States Cooperative, Richmond, Va.

- 32 **MAKING MEMBER RELATIONS SUCCEED.** Irwin W. Rust. 1963. 16 pp.

Describes change in cooperative member relationships and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.

- 39 **HANDLING NET MARGINS UNDER FEDERAL TAX LAWS.** Revised 1976. 8 pp.

Describes alternative methods farmer cooperatives can use in conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution and taxation of patronage refunds by farmer cooperatives. Five choices are given.

- 54 **APPROACHES AND PROBLEMS IN MERGING COOPERATIVES.** Martin A. Abrahamsen and J. Warren Mather. 1966. 31 pp.

Gives specific suggestions on problems often encountered and steps to take to effect a merger.

- 57 **THE COOPERATIVE APPROACH TO OUTDOOR RECREATION.** William R. Seymour. 1967. 12 pp.

Describes recreation cooperatives by type. Lists advantages and requirements for success. Also deals with objectives and economic feasibility, financing, and management of a cooperative.

- 63 **LEGAL IMPLICATIONS IN COORDINATING ACTIVITIES OF BARGAINING ASSOCIATIONS.** David Volkin. 1969. 14 pp.

Discusses types of coordinated activities such as integrated service activities, advisory price and price sanction committees, coordinates sales, and operation of a single pool.

- 75 **GROWTH OF COTTONSEED AND SOYBEAN PROCESSING COOPERATIVES.** Elmer Perdue and D.H. McVey. 1971. 92 pp.

Traces the history and development of cooperative oilseed processing plants.

- 77 **RECRUITING, TRAINING, AND DEVELOPING WORKERS FOR FARMER COOPERATIVES.** Irwin W. Rust. 1971. 98 pp.

Discusses the important factors in recruiting, training, and developing workers for cooperatives. Lists sources of information and help.

- 80 **OPPORTUNITIES IN THE CO-OP BUSINESS WORLD — A LEADER'S PROGRAM FOR YOUTH.** C.H. Kirkman, Jr. Revised 1972. 52 pp.

Basic information for youth on cooperatives and how they fit in the American enterprise system. Especially for young groups.

- 90 **BARGAINING COOPERATIVES: SELECTED AGRICULTURAL INDUSTRIES.** Gilbert W. Biggs and J. Kenneth Samuels. 1973. 59 pp.

Results of survey to determine scope and intensity of bargaining activity in 24 associations. Includes problems as well as suggestions for their solution.

- 94 **THE SUNKIST ADVENTURE.** C.H. Kirkman, Jr. 1975. 108 pp.

A rewrite of earlier publications on Sunkist Growers, Inc.; the publication documents the history and describes current organization, operations, and distinctive features.

- 97 CAPPER-VOLSTEAD IMPACT ON COOPERATIVE STRUCTURE. Joseph G. Knapp. 1975. 48 pp.

Provides background information to bring about a better understanding of the economic effect the Capper-Volstead Act has had on cooperatives.

- 100 LEGAL PHASES OF FARMER COOPERATIVES. Morrison Neely. Revised 1976. 747 pp.

Combines into one publication practically every legal aspect of organizing and operating a cooperative. Particular attention is given to incorporation, marketing contracts, management and director responsibilities, antitrust taxation, legal documents, State statutes. It carries a table of cases on cooperative litigation.

Also available in separate parts:

PART I-SAMPLE LEGAL DOCUMENTS

Contains samples of forms and legal documents normally needed in organizing and operating a cooperative. Includes a reproduction of the Capper-Volstead Act.

PART II-FEDERAL INCOME TAXES

Contains a review of cooperatives' distinctive characteristics, an historical background on taxation, and a detailed discussion of tax treatment.

PART III-ANTITRUST LAWS

Gives clearly the attitude of the courts toward early cooperative efforts in this country and the legal background with respect to monopolies and restraint of trade. Reviews the general principles of antitrust laws and expands and sharpens them in light of recent court decisions.

- 101 RICELAND FOODS: INNOVATIVE COOPERATIVE IN THE INTERNATIONAL MARKET. J. David Morrissy. 1975. 136 pp.

Provides a profile of the development and current operations of a pioneering cooperative in rice marketing that later expanded into soybean processing to increase its farmer-members' incomes.

- 103 **CENTRAL CAROLINA FARMERS: GROWTH AND OPERATIONS.** Phillip F. Brown. 1975. 56 pp.

Describes the development and success of a full-service cooperative operating in a limited geographic area. It is a rural development story in which a cooperative provided leadership in helping farmers strengthen their economic position by product diversification.

- 104 **EXPORT TECHNIQUES OF GRAIN COOPERATIVES.** Donald E. Hirsch. 1977. 45 pp.

Describes type of sales, expertise required in chartering and sales and service techniques used by cooperatives in exporting grain. Also shows how cooperative leaders are reevaluating their grain export operations because they recognize advantages associated with large-scale operations.

- 105 **COOPERATIVE SPECIAL SERVICES.** John M. Bailey. 1977. 28 pp.

Shows a variety of special or unusual services agricultural cooperatives provide to meet the needs of their farmer-members. Describes the many services rendered by these cooperatives.

- 106 **SMALL FRESH FRUIT AND VEGETABLE COOPERATIVE OPERATIONS.** Richard S. Berberich. 1977. 29 pp.

Shows the diversity as well as successful operations of 34 small fresh fruit and vegetable marketing cooperatives. Describes their sales methods, as well as additional services provided their farmer-members.

- 107 **INTEGRATED CATTLE MARKETING—A BETTER WAY.** Clement E. Ward. 1977. 16 pp.

Presents marketing alternatives for cattlemen, whether they should integrate into cattle feeding, meatpacking, or direct-to-consumer marketing. Shows that the cooperative markets cattle in a manner that can increase price competition and expand the buyer and seller trade areas, improving cattlemen's access to important market price information.

- 109 **HOW TO IMPROVE LAMB MARKETING.** David L. Holder. 1977. 9 pp.

Discusses the American sheep industry and its role as producer of meat and wool, also the present marketing alternatives for these sheep producers remaining in the industry who are faced with a market largely noncompetitive and inefficient.

- 110 **COOPERATIVE BRANDS AND PROCESSED FOODS.** Clement E. Ward and David Morrissy. 1977. 47 pp.

This publication is a directory of cooperatives owning brands for processed foods, an alphabetical list of cooperatives with their mailing addresses, brands, and products. Includes a list of food products as well as cooperatives marketing these products.

(This series is discontinued. Last number is 110)

FCS RESEARCH REPORTS

- 7 **HOW FARM MARKETING COOPERATIVES RETURN SAVINGS TO PATRONS.** Donald E. Davidson. 1970. 81 pp.

Study of 107 marketing regionals refutes charges that farmer-owned marketing concerns are drifting away from the service-at-cost principle and really differ little from noncooperative businesses in returning savings.

- 8 **RESULTS AND METHODS OF FOUR MERGERS BY LOCAL SUPPLY CO-OPS.** James E. Haskell. 1970. 46 pp.

Presents results of a study of four mergers and a description of each. Tells both advantages and disadvantages, plus problems encountered in the mergers.

- 13 **LIVESTOCK COOPERATIVES IN THE SOUTHEAST.** John T. Haas. 1970. 32 pp.

Reports on extent of livestock production, marketing, and meat processing activities carried on by cooperatives in 12 Southeastern States.

- 18 **COMMUNICATION AND TRAINING IN LOCAL SUPPLY COOPERATIVES IN VIRGINIA - VIEWS OF MANAGERS AND DIRECTORS.** Roland Duckett and R. Lee Chambliss. 1971. 30 pp.

Gives results of a pool of 18 Virginia cooperative managers regarding cooperatives' response to communication and training needs of members.

- 19 COOPERATIVE BARGAINING DEVELOPMENTS IN THE DAIRY INDUSTRY. Ronald D. Knutson. 1971. 52 pp.
- Describes growth, development, and effectiveness of dairy bargaining cooperatives from 1960-70. Lists and analyzes requirements for effective bargaining.
- 21 INTEGRATED PETROLEUM OPERATIONS OF FARMER COOPERATIVES, 1969. J. Warren Mather. 1971. 42 pp.
- Describes and analyzes activities of cooperatives relating to petroleum. Provides information on share of market and other factors at retail and wholesale distribution levels, at the refining and manufacturing level, and at production of crude oil level of the total petroleum industry.
- 23 A FINANCIAL PROFILE OF FARMER COOPERATIVES IN THE UNITED STATES. Nelda Griffin. 1972. 95 pp.
- Provides information on financial structure of more than 7,700 farmer cooperatives for fiscal years ending in 1970.
- 24 COOPERATIVE FERTILIZER MARKETING AND MANUFACTURING, 1949/50-1969/70. PLANT CAPACITIES IN 1972. J. Warren Mather. 1972. 66 pp.
- Gives an overall picture of changes in marketing and manufacturing of fertilizer in the United States. Includes statistical material on use by cooperatives.
- 25 COOPERATIVES' POSITION IN FEED MANUFACTURING. J. Warren Mather and John M. Bailey. 1973. 49 pp.
- Presents results of study showing different sections of the country contributing to importance of feed as a leading item in cooperative business.
- 26 COOPERATIVE RESEARCH: PROGRESS AND PROBLEMS. Martin A. Abrahamsen. 1973. 37 pp.
- Reports research activities for 79 of the largest cooperatives in the United States regarding nature and extent of their research programs.

- 27 SPECIALIZATION IN COOPERATIVE FEED MANUFACTURING. J. Warren Mather and John M. Bailey. 1974. 27 pp.

Gives results of a study of 1,810 cooperative establishments manufacturing 1,000 or more tons of formula feed and the importance of feed manufacturing to gross income of these cooperatives.

- 30 FISHERY COOPERATIVE OPERATIONS. John M. Bailey. 1976. 35 pp.

Operations of selected fish cooperatives show cooperative organization is beneficial to fishermen as it is to people who use it in other economic pursuits.

- 31 GRAIN MARKETING PATTERNS OF LOCAL COOPERATIVES. Charles A. Kraenzle and Francis P. Yager. 1976. 36 pp.

Gives information on grain flow, storage capacity, type of grain handled, and mode of transportation to and from local elevators.

- 33 EDIBLE SOY PROTEIN: OPERATIONAL ASPECTS OF PRODUCING AND MARKETING. Bert D. Miner. 1976. 92 pp.

Describes the production methods for defatted soy flour, grits, textured soy protein, and soy isolates. Gives cost estimates for the most efficient manufacturing method on the basis of plants already equipped to process soybeans.

- 34 IMPROVING THE EXPORT CAPABILITY OF GRAIN COOPERATIVES. Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. 1976. 104 pp.

Describes various means grain cooperatives can increase their share of an expanding direct export market by establishing a marketing system built around a national export cooperative.

- 35 PROCESSED POTATO GROWERS' ASSOCIATION — INFORMATION AND ORGANIZATION. Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. 1977. 56 pp.

Recommends formation of a national bargaining association of potato growers to collect information to formulate bargaining strategy; also, that this association should be separate but composed of existing associations. This association would increase the efficiency of existing associations rather than replace them.

- 36 **MARKETING SLAUGHTER COWS AND CALVES IN THE NORTHEAST.** John T. Haas, Paul C. Wilkins, and James B. Roof. 1977. 60 pp.

Gives several alternative systems for improving the marketing of slaughter cows and calves of members of Northeast livestock cooperatives.

- 37 **LOCAL COOPERATIVES IN INTEGRATED PEST MANAGEMENT.** Donald L. Vogelsang. 1977. 52 pp.

Describes operations of two pest control outfits, one a cooperative and the other cooperatively managed. Farmers and managers forming cooperatives for integrated pest management or incorporating pest management programs into existing cooperatives will find this publication particularly useful.

- 38 **MARKETING OPERATIONS OF DAIRY COOPERATIVES.** George C. Tucker, William J. Monroe, and James B. Roof. 1977. 46 pp.

Statistically pictures the marketing operations of 453 dairy cooperatives, estimating for cooperatives whose operating figures were not available. This publication updates information on the changing environment of the cooperative dairy industry.

- 39 **STATISTICS OF FARMER COOPERATIVES, 1972-73, 1973-74, and 1974-75.** Bruce L. Swanson and Jane H. Click. 1977. 59 pp.

Gives results of annual survey of marketing, farm supply, and related service cooperatives by geographic location, commodity, and functional type. Provides a 25-year capsule of growth.

- 40 **MAJOR REGIONAL COOPERATIVE SUPPLY OPERATIONS - YEARS ENDED IN 1974 and 1975.** J. Warren Mather. 1977. 110 pp.

Reports on 19 major regional cooperatives handling farm supplies that realized \$492 million worth of net savings, before income taxes, in procuring production supplies and equipment for their members

in 1975. Helps farm leaders, educational institutions and others better understand operations, trends, and progress of these cooperatives.

- 41 EQUITY REDEMPTION PRACTICES OF AGRICULTURAL COOPERATIVES. Phillip F. Brown and David Volkin. 1977. 36 pp.

Shows that 71 percent of the cooperatives studied had some sort of program for redeeming patron equities in 1974. And that on the average, cooperatives were redeeming equities at the rate equivalent to 8 percent of their 1974 net margins. Concludes that "some sort of program can be adopted by nearly all cooperatives" and gives suggestions as to how this may be carried out.

- 42 TRUCKING: LEASE OR BUY? Eldon E. Brooks and James Jacks. 1977. 20 pp.

Provides useful guidelines for farmer cooperatives that are still trying to decide between leasing or buying capital equipment. Spiraling costs and a multiplicity of factors have combined to bring the lease-buy decision to the forefront. Shows that circumstances surrounding the decisionmaking process differ for each cooperative, so no one formula, either quantitative or qualitative, can be applied.

- 43 RAILCAR COORDINATION AMONG COOPERATIVES. Robert J. Byrne and Earl B. Miller. 1977. 24 pp.

Designed to evaluate 14 midwestern cooperatives' railcar operations to determine what is needed to improve service and reduce costs.

- 44 FARMER COOPERATIVE DIRECTORS: CHARACTERISTICS AND ATTITUDES. Gilbert W. Biggs. 1978. 64 pp.

Describes characteristics of directors as individuals and related to their cooperative responsibilities. Summarizes their attitudes on a wide range of cooperative business issues.

- 45 MIDSIZE FARM SUPPLY COOPERATIVES: CHARACTERISTICS AND GROWTH STRATEGY. John M. Foschia. 1978. 40 pp.

Analyzes medium-size local farm supply cooperatives to determine problem areas currently facing these firms and tells how they have either overcome them or are meeting them. Also examines future opportunities.

- 47 **MOTORTRUCKS OPERATED BY FARMER COOPERATIVES.** Eldon E. Brooks and Earl B. Miller. 1978. 36 pp.

Surveys number and distribution of trucks, tractors and trailers used by farmer cooperatives.

(Series redesignated as Farmer Cooperative Research Reports)

FARMER COOPERATIVE RESEARCH REPORTS

- 1 **GROWTH OF COOPERATIVES IN SEVEN INDUSTRIES.** Lyden C. O'Day. 1978. 56 pp.

Provides information on the growth of the largest cooperatives compared with noncooperative firms in specified industries. Commodities include grain, fruits and vegetables, milk and other dairy products, poultry and eggs, commercial feeds, fertilizer and lime and petroleum products.

- 2 **VOTING SYSTEMS IN AGRICULTURAL COOPERATIVES.** Clement E. Ward. 1979. 24 pp.

Discusses trends of cooperative members' voting systems for boards of directors; whether delegates are elected in some instances, and whether at-large or district systems are used in voting.

- 3 **STATISTICS OF FARMER COOPERATIVES, 1975-76.** Ralph Richardson. 1979. 40 pp.

Gives results of annual survey of marketing, farm supply, and related service cooperatives by geographic location, commodity, and functional type. Provides capsule of changes in the past decade.

- 4 **AGRICULTURAL COOPERATIVE SUBSIDIARIES.** Charles A. Kraenzle and David Volkin. 1979. 32 pp.

Discusses extent of cooperative use of subsidiaries and implications for other cooperatives to consider this organizational tool.

- 5 **AGRICULTURAL EXPORTS BY COOPERATIVES.** Donald E. Hirsch. 1979. 60 pp.

Tells how many cooperatives are engaged in selling to foreign buyers, what commodities are involved, what the values are, which foreign countries receive the commodities, and— to a limited degree— how sales and shipments are made.

- 6 REGIONAL GRAIN COOPERATIVES. 1976-77. Stanley K. Thurston. 1979. 34 pp.

Reflects 1976 and 1977 fiscal year operations of primary regional grain cooperatives. Defines regional as well as local member cooperatives and gives examples.

- 7 FUTURE STRUCTURE AND MANAGEMENT OF DAIRY COOPERATIVES. George C. Tucker and William J. Monroe. 1979. 80 pp.

Describes the expected operational and structural changes among dairy cooperatives by 1985, and assesses management and financial needs of these cooperatives.

- 8 COOPERATIVE FARM FERTILIZER COST: COMPARISON WITH NONCOOPERATIVE SOURCES. Donald E. Vogelsang. 1979. 36 pp.

Tells of the cooperative impact on the fertilizer industry and how cooperatives have benefited farmers. Covers early innovations by cooperatives and compares services.

- 9 AGRICULTURAL COOPERATIVES—CHALLENGES AND STRATEGIES. Charles A. Kraenzle, John C. Moore, Charles E. French, and Kenneth F. Harling. 1979. 64 pp.

Assesses social, political, scientific, economic and competitive environment cooperatives face. Presents alternative strategies for cooperatives and projects their future for the next decade.

- 10 PIGGYBACKING FRESH VEGETABLES: CALIFORNIA TO THE MIDWEST AND NORTHEAST. Eldon E. Brooks and Robert J. Byrne. 1979. 67 pp.

Determines the best way to improve the present system of distributing perishable commodities. Gives alternatives for obtaining truck trailers to be used in possible rail piggyback service.

MARKETING RESEARCH REPORTS

- 1016 A PRODUCER-BASED COTTON MARKETING SYSTEM. James E. Haskell. 1973. 36 pp.

Cotton marketing problems and central issues for improvement lead to the focus of the publication—a recommendation for a producer-owned marketing system. How the system would work and its organizational implications are discussed.

- 1024 EFFECTIVE FRUIT AND VEGETABLE MARKETING: SEVEN PROFILES - GUIDELINES. Richard S. Berberich. 1974. 36 pp.

Three profiles of marketing by vertical ownership and control and four profiles of marketing by joint selling are presented. Considerations in developing an effective marketing program include market development, quality control, product research, brand development, plant specialization, distribution, transportation, purchasing, accounting, and membership relations. Organizational structure is suggested.

- 1040 JOINT VENTURES INVOLVING COOPERATIVES IN FOOD MARKETING. Fred E. Hulse and Michael J. Phillips. 1975. 32 pp.

Joint ventures are one alternative cooperatives have for participating in a fully integrated food marketing system. This publication tells of the services joint ventures can provide that cooperatives are unable to supply for themselves.

- 1055 VIABILITY OF A COOPERATIVELY COORDINATED EGG COMPLEX. John T. Haas. 1976. 40 pp.

Analyzes models of a cooperative decentralized egg production system and a centralized, single-firm egg complex to see if the family-size operation can compete.

- 1074 EXPORT MARKETING GUIDE FOR COOPERATIVES. Donald E. Hirsch. 1977. 86 pp.

An export marketing guide, not a complete export manual or blueprint for operations of an individual cooperative. Its objective is to help more farmers gain the understanding and expertise necessary to export successfully. This report is for use as a reference tool for cooperatives involved in exporting, and the planning aids contained therein are developed by the author rather than standard business forms or documents.

- 1078 **A CONTRACT INTEGRATED COOPERATIVE CATTLE MARKETING SYSTEM.** Clement E. Ward. 1977. 28 pp.

Describes changing production and marketing practices that compel cattlemen to improve the flow of cattle from the cow-calf producer to the final source—the consumer. The challenge to cattle producers is to either develop production-in-marketing systems of their own or accept whatever systems others offer.

- 1081 **COOPERATIVE MARKETING ALTERNATIVES FOR SHEEP AND LAMB PRODUCERS.** David L. Holder. 1977. 40 pp.

Proposes three marketing alternatives for sheep and lamb producers, including teleauction, bargaining association, and producer processing. These alternatives are recommended after a review of the industry revealed producers facing a very non-competitive and inefficient marketing-processing distribution system.

- 1089 **THE FUTURE ROLE OF COOPERATIVES IN THE RED MEATS INDUSTRY.** 1978. 112 pp.

Report of the Red Meats Task Force of the U.S. Department of Agriculture, this publication treats the structural changes in the red meats industry that are threatening survival of independent family-size farms. Gives opinions and suggestions on what cooperatives must do to counteract these trends.

- 1097 **COOPERATIVE STRATEGIES FOR THE PORK INDUSTRY.** David L. Holder and Ralph E. Hepp. 1978. 44 pp.

Discusses changes taking place in the pork industry and the role cooperatives can play in improving the economic position of pork producers.

PROGRAM AIDS

- 1001 **THE COOPERATIVE APPROACH TO CRAFTS.** Gerald E. Ely. Revised April 1978. 30 pp.

Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative craft enterprise.

- 1035 BETTER LIVING BY WORKING TOGETHER. Raymond Williams. 1973. 14 pp.

Tells how joint efforts of private industry, Government agencies, and local people can contribute to better living in rural communities. Provides general information on basic procedures to follow in coordinating efforts of interested parties.

- 1088 COOPERATIVE APPROACH TO RURAL ECONOMIC DEVELOPMENT. Raymond Williams. 1974. 19 pp.

From experiences of organizing cooperatives in rural areas, the author has developed procedures that have produced action and outlined the steps to take in forming a cooperative. Successful case histories are described.

- 1147 ADVISING PEOPLE ABOUT COOPERATIVES. C.H. Kirkman, Jr., and Paul O. Mohn. 1976. 24 pp.

Provides background and references for educational programs on cooperatives. Lists organizations and their bulletins, books, visuals, etc., and provides ready reference on developing, organizing, financing, and operating cooperatives.

- 1156 COOPERATIVE APPROACH TO CRAFTS FOR SENIOR CENTERS. Gerald E. Ely. 1976. 20 pp.

Discusses in a general way some possibilities that exist for a craft organization, factors that must be considered before a craft program can be formulated, and steps to be taken in setting up a craft cooperative for senior citizens.

- 1229 FINANCING NEW COOPERATIVES. Raymond Williams and Richard Douglas. 1979. 32 pp.

Develops procedures for financing a new cooperative venture, since financing is a critical ingredient in the success or failure of these cooperatives. Also lists sources available for this financing.

MISCELLANEOUS PUBLICATIONS

EDUCATIONAL AIDS

- 5 COOPERATIVES IN THE AMERICAN PRIVATE ENTERPRISE SYSTEM. C.H. Kirkman, Jr. Revised 1972. 18 pp.

Contains an illustrated talk on the American private enterprise system, and shows how the American business system works and its relationship to other activities in the community.

- 8 **WAYS FARMERS DO BUSINESS.** Oscar LeBeau. 1966. 12 pp.

Presents material for two team members to explain operations of individually owned businesses, partnerships, and corporations, including cooperatives.

(This series discontinued with number 8)

EDUCATIONAL CIRCULARS

- 20 **IDENTIFYING THE NEED FOR FORESTRY ASSOCIATIONS.** Clyde B. Markeson. 1965. 6 pp.

Provides a guide for State Forestry Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

- 23 **USING COOPERATIVE DIRECTORS TO STRENGTHEN MEMBER RELATIONS.** Irwin W. Rust. 1965. 8 pp.

Discusses directors as doers as well as planners who need to take part in various activities and communicate through various channels. Also gives another viewpoint — that directors should be merely planners.

- 28 **OUTDOOR RECREATION—A NEW POTENTIAL FOR COOPERATION.** Clyde B. Markeson and Job K. Savage. 1966. 9 pp.

Discusses merits of cooperative action in establishing recreation facilities. Outlines assistance available from U.S. Department of Agriculture in developing outdoor recreation enterprises.

- 30 **STRENGTHENING COOPERATIVE MEMBER INTEREST AND SUPPORT.** Irwin W. Rust and Oscar LeBeau. 1966. 12 pp.

Tells what some cooperatives are doing to keep their members interested and enthusiastic and to attract new members. Includes

suggestions of cooperative leaders for strengthening member support.

(This series discontinued with number 30)

BULLETINS

- 6 **PRICING MILK ACCORDING TO USE.** Stanley F. Krause. 1955. 50 pp.

Discusses objectives of class pricing, based for grouping products, and number of classes necessary. Also reviews some marketing problems and special implication of class pricing for cooperatives. (This series discontinued with number 6.)

FCS CIRCULARS

- 21 **RETIREMENT PLANS OF FARMER COOPERATIVES.** French M. Hyre. 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

- 31 **HELPING FARMERS BUILD COOPERATIVES — THE EVOLUTION OF FARMER COOPERATIVE SERVICE.** Martin A. Abrahamsen and Andrew W. McKay. 1962. 82 pp.

Highlights history of work of U.S. Department of Agriculture with and for farmer cooperatives.

(This series discontinued with number 31)

ESCS REPORTS

- 29 **SHENANDOAH VALLEY POULTRY MARKETING COOPERATIVE.** Raymond Williams, and Phillip F. Brown. 1979. 48 pp.

Explores ways to help poultry producers continue in operation after their processing and marketing outlet goes out of business.

- 31 **NEW DIMENSIONS OF COOPERATIVE BARGAINING.** 1978. 114 pp.

Proceedings of the 22nd National Conference of Bargaining Cooperatives, January 7-8th, 1978. San Francisco, California.

- 36 **IMPROVING COOPERATIVE FARM MACHINERY OPERATIONS.** Lloyd C. Biser. 1978. 32 pp.

Studies and analyzes machinery handling cooperatives and points out guidelines to successful operations. Also points out pitfalls to avoid.

FARMER COOPERATIVE REPRINTS

- 149 **SOME REASONS WHY FARMERS CO-OPS FAIL.** 1958. 12 pp.

Contains several basic articles on reasons for cooperative failures and ways to avoid such failures.

- 328 **TAX LAWS CHANGED ON CAPITAL RETAINS.** David Volkin and Morrison Neely. 1967. 4 pp.

Explains effect of 1966 changes in Federal income tax law on marketing cooperatives using per-unit retains from patrons to acquire capital. Suggests sample forms of consent agreements to be included in cooperative's bylaws.

- 362 **DO REGIONAL MARKETING CO-OPS OPERATE AT COST?** Donald R. Davidson. 1969. 4 pp.

Gives results of nationwide survey of marketing regionals showing they provide their members services at cost, according to basic cooperative principles.

- 383 **SHOULD CO-OPS ROTATE DIRECTORS?** Irwin W. Rust. 1971. 4 pp.

Gives the pros and cons on cooperatives rotating their boards at regular intervals.

- 386 **CO-OP MONTH REVEALS 12 GOOD TIPS TOWARD MAKING AN EVENT SUCCESSFUL.** Gene Ingalsbe. 1972. 4 pp.

Gives suggestions and a formula to follow in preparing for Co-op Month. Gives examples of what was done in various sections of the country.

- 389 **WOMEN BECOME ENERGY SOURCE FOR COOPERATIVES.** Beryle E. Stanton. 1973. 6-fold brochure.

Reports on women's contributions and potential contributions to cooperatives. Gives both suggestions and recommendations for future activities women can engage in to help their cooperatives.

- 391 COOPERATIVE DEVELOPMENT IN RURAL AREAS. 1974. 14 pp.

Three stories of successful cooperatives and suggestions for others to benefit from cooperatives in rural development.

- 392 UNDERSTANDING CAPPER-VOLSTEAD. David Volkin. 1978. 8 pp.

Explains important keys to understanding the Capper-Volstead Act and its implications for agricultural producers, associations of producers, and the general public.

- 393 LET'S TALK ABOUT MARKETING AGREEMENTS. William Black and Ronald D. Knutson. 1974. 12 pp.

Defines a marketing agreement and tells of responsibility of the producer to market his production with a specific cooperative, at the same time obligating the cooperative to accept this production.

- 394 LET'S GET OUR GRAIN EXPORTING TOGETHER. James E. Haskell, Michael Phillips, Stanley K. Thurston, and David Volkin. 1975. 8 pp.

Gives changing economic factors influencing the grain industry and cooperatives; position in the grain exporting picture.

(Reprint numbers started over when magazine title changed from "News for Farmer Cooperatives" to "Farmer Cooperatives.")

- 1 IT'S TIME TO CONSIDER INTEGRATED PEST MANAGEMENT. Donald L. Vogelsang. 1976. 6 pp.

Explains the term Integrated Pest Management and gives illustrations of its usefulness and why cooperatives should support such a program.

- 2 'ELEMENTS OF SUCCESS' AID EXPORT DECISION. Donald E. Hirsch. 1976. 4 pp.

Gives reasons why a cooperative should export a part of its volume of product, what it takes to export successfully, and why

certain elements must be considered by all exporting cooperatives. Other conditions given are of concern to cooperatives exporting food.

- 3 NEW AND UNUSUAL 'CO-OPS' ... WHAT'S BEHIND THEM. Donald R. Davidson and Raymond L. Fox. 1976. 4 pp.

Tells of unusual farmer "co-ops" that are springing up in different parts of the country, their method of organization and basis of financing that are unorthodox. Gives reasons and examples to show why farmers and others need to be on the alert.

- 4 SOY PROTEIN USE CAN INCREASE 71% by 1985. Bert D. Miner and William W. Gallimore. 1977. 4 pp.

Gives the results of a recent USDA survey of farmer cooperatives and others producing and marketing soy proteins. Also suggests more concern be given to expanding use of soy protein.

SERVICE REPORTS

- 113 COOPERATIVE BARGAINING: SELECTIONS FROM THE PROCEEDINGS OF THE NATIONAL CONFERENCES OF AGRICULTURAL BARGAINING COOPERATIVES. James B. Roof.
- 138 COOPERATIVE CAR CARE CENTERS — OPERATIONS OF EIGHT IN THE SOUTH. John M. Bailey.
- 139 RED RIVER VALLEY POTATO GROWERS — PROFILE AND ECONOMIC CONCERNS. Frank W. Hussey.
- 141 FEASIBILITY OF REVITALIZING THE MAINE SUGAR BEET INDUSTRY. Fred E. Hulse.
- 147 OHIO LIVESTOCK TRENDS: 1950-1973 — PROJECTIONS FOR 1985. David L. Holder. 1976. 64 pp.
- 150 REGIONAL GRAIN COOPERATIVES. 1974 and 1975. Stanley K. Thurston. 1976. 36 pp.

UNNUMBERED

NEW CLIMATE FOR AGRICULTURAL BARGAININGS. Proceedings of the 21st National Conference of Bargaining Cooperatives, January 14-15, 1977, San Juan, Puerto Rico. 106 pp.

THINKING ABOUT COOPERATIVE INVESTMENTS?
Robert D. Dahle and Jerald L. Nelson, North Carolina State University. 1973. 14 pp.

Designed for co-op directors, the publication discusses the important factors to consider before making investment decisions.

COOPERATIVE MARKET POOLING. Oregon Circular of Information 657. T.M. Hammond. 1976. 56 pp.

Printed by Oregon State University, this publication attempts to establish a profile of current commodity marketing pools, and to find benefits for other cooperatives considering new pooling operations. This profile extends to five cooperatives in different parts of the United States that market rice, cotton, and wheat.

PUBLICATIONS BY SUBJECT MATTER

This section relists all series of publications under subject-matter headings. One publication may be listed several times because its total content crosses more than one of the subject headings. For a capsule content description of listed publications, refer to the first section where publications are found by series designation.

HISTORY AND STATISTICS

Helping Farmers Build Cooperatives—The Evolution of Farmer Cooperative Service. Martin A. Abrahamsen and Andrew W. McKay. Circular 31. 1962. 82 pp.

Statistics of Farmer Cooperatives, 1975-76. Ralph Richardson. Cooperative Research Report 3. 40. pp.

Statistics of Farmer Cooperatives, 1972-73, 1973-74, and 1974-75. Bruce L. Swanson and Jane H. Click. Research Report 39. 1977. 59 pp.

Marketing Operations of Dairy Cooperatives. George C. Tucker, William J. Monroe, and James B. Roof. Research Report 38. 1977. 46 pp.

Integrated Petroleum Operations of Farmer Cooperatives. 1969. J. Warren Mather and John M. Bailey. Research Report 21. 1971. 19 pp.

A Financial Profile of Farmer Cooperatives in the United States. Nelda Griffin. Research Report 23. 1972. 71 pp.

Cooperative Fertilizer Marketing and Manufacturing, 1949/50-1969/70. Plant Capacities in 1972. J. Warren Mather. Research Report 24, 1973. 44 pp.

Cooperatives' Position in Feed Manufacturing. J. Warren Mather and John M. Bailey. Research Report 25. 1973. 49 pp.

Cooperative Research: Progress and Problems. Martin A. Abrahamsen. Research Report 26. 1973. 40 pp.

Future Structure and Management of Dairy Cooperatives. George C. Tucker and William J. Monroe. Farmer Cooperative Research Report 7. 1979. 80 pp.

Specialization in Cooperative Feed Manufacturing. J. Warren Mather and John M. Bailey. Research Report 27. 1973. 28 pp.

ORGANIZATIONAL-GENERAL

Cooperative Principles and Legal Foundations. CIR 1, Sec. 1. 1977. 32 pp.

Agricultural Cooperatives: Pioneer to Modern. CIR 1, Sec. 2. 1977. 46 pp.

Cooperative Development in Rural Areas. CIR 1, Sec. 4. 1978. 34 pp.

Organizations Serving Cooperatives. CIR 1, Sec. 5. 1978. 26 pp.

Understanding Your Cooperative. C.H. Kirkman, Jr. CIR 6. 1978. pp.

Cooperatives in the American Private Enterprise System. C.H. Kirkman, Jr. Educational Aid 5. Revised 1972. 19 pp.

Identifying the Need for Forestry Associations. Clyde B. Markeson. Educational Circular 20. 1965. 6 pp.

Using Cooperative Directors to Strengthen Member Relations. Irwin W. Rust. Educational Circular 23. 1965. 8 pp.

Organizing and Conducting Cooperatives' Annual Meetings. French M. Hyre and Irwin W. Rust. CIR 21. Revised 1979. 60 pp.

The Cooperative Approach to Outdoor Recreation. William R. Seymour. Information 57. 1968. 12 pp.

Legal Implications in Coordinating Activities of Bargaining Associations. David Volkin. Information 63. 1971. 12 pp.

What Are Cooperatives? C.H. Kirkman, Jr. CIR 11. Revised 1978. (Also in Spanish)

The Sunkist Adventure. C.H. Kirkman, Jr. Information 94. 1975. 108 pp.

How to Improve Lamb Marketing. David L. Holder. Information 109. 1977. 9 pp.

Cooperative Approach to Crafts for Senior Centers. Gerald E. Ely. Program Aid 1156. 1976. 20 pp.

Advising People About Cooperatives. C.H. Kirkman, Jr. and Paul O. Mohn. Program Aid 1147. 1976. 24 pp.

The Cooperative Approach to Crafts. Gerald E. Ely. Program Aid 1001. Revised 1978. 38 pp.

Better Living by Working Together. Raymond Williams. Program Aid 1035. 1973. 14 pp.

Economic Development Through Cooperatives. Raymond Williams. Program Aid 1088. 1974. 18 pp.

Riceland Foods: Innovative Cooperative In the International Market. J. David Morrissy. Information 101. 1975. 136 pp.

Central Carolina Farmers: Growth and Operations. Phillip F. Brown. Information 103. 1975. 56 pp.

Small Fresh Fruit and Vegetable Cooperative Operations. Richard S. Berberich. Information 106. 1977. 29 pp.

New and Unusual 'Co-ops' ... What's Behind Them. Donald R. Davidson and Raymond L. Fox. Reprint 3. 1976. 4 pp.

Fishery Cooperative Operations. John M. Bailey. Research Report 30. 1976. 35 pp.

Viability of a Cooperatively Coordinated Egg Complex. John T. Haas. Marketing Research Report 1055. 1976. 40 pp.

Cooperative Market Pooling. T.M. Hammond. Oregon Circular of Information 657. 1976. 56 pp.

Growth of Cooperatives in Seven Industries. Lyden C. O'Day. CRR 1. 1978. 56 pp.

Agricultural Cooperative Subsidiaries. Charles A. Kraenzle and David Volkin. CRR4. 1979. 32 pp.

Agricultural Cooperatives—Challenges and Strategies. Charles A. Kraenzle. FCRR 9.

Starting A Cooperative

Understanding Your Cooperatives. CIR 6. C.H. Kirkman, Jr. 1978.

How to Start a Cooperative. CIR 7. Revised 1979. 18 pp.

Part I-Sample Legal Documents, Legal Phases of Farmer Cooperatives. Morrison Neely. Information 100. 1975. 45 pp.

Part II-Federal Income Taxes, Legal Phases of Farmer Cooperatives. Morrison Neely. Information 100. 1975. 101 pp.

Part III-Antitrust Laws, Legal Phases of Farmer Cooperatives. Morrison Neely. Information 100. 1975. 56 pp.

What Co-op Directors Do. C.H. Kirkman, Jr. CIR 14. Revised 1978. 11 pp. (Also in Spanish)

Farmer Cooperative Directors: Characteristics and Attitudes. Gilbert W. Biggs. RR 44. 1978. 64 pp.

Members Make Co-ops Go. C.H. Kirkman, Jr. CIR 12. Revised 1978. 11 pp. (Also in Spanish)

Measuring Co-op Directors. C.H. Kirkman, Jr. CIR 15. Revised 1978. 9 pp. (Also in Spanish)

Manager Holds an Important Key to Co-op Success. C.H. Kirkman, Jr. CIR 16. Revised 1978. 11 pp. (Also in Spanish)

Recruiting, Training, and Developing Workers for Farmer Cooperatives. Irwin W. Rust. Information 77. 1971. 98 pp.

Using Co-op Members' Money. C.H. Kirkman, Jr. CIR 13. Revised 1978. 16 pp.

Is There a Co-op in Your Future? C.H. Kirkman, Jr. CIR 10. Revised 1978. 32 pp.

Bookkeeping Forms Your Co-op Needs. Francis P. Yager. CIR 19. Revised 1978. 32 pp.

Employees Help Co-ops Serve. C.H. Kirkman, Jr. CIR 17. Revised 1978. 15 pp.

Guides to Co-op Bookkeeping. Francis P. Yager. CIR 20. Revised 1978. 15 pp.

Guidelines Co-op Employees Need. C.H. Kirkman, Jr. CIR 18. 1978. 28 pp.

Financing New Cooperatives. Raymond Williams and Richard Douglas. PA1229. 1979. 32 pp.

Mergers And Joint Ventures

Agricultural Cooperative Subsidiaries. CRR 4. Charles A. Kraenzle and David Volkin. 1979. 32 pp.

Cooperative Research: Progress and Problems. Martin A. Abrahamsen. Research Report 26. 1973. 37 pp.

Specialization in Cooperative Feed Manufacturing. J. Warren Mather and John M. Bailey. Research Report 27. 1973. 28 pp.

Joint Ventures Involving Cooperatives in Food Marketing. Fred E. Hulse and Michael J. Phillips. Marketing Research Report 1040. 1975. 32 pp.

Approaches and Problems in Merging Cooperatives. Martin A. Abrahamsen and J. Warren Mather. Information 54. 1966. 31. pp.

Results and Methods of Four Mergers by Local Supply Co-ops. James E. Haskell. Research Report 8. 1970. 46 pp.

Integrated Cattle Marketing-A Better Way. Clement E. Ward. Information 107. 1977. 16 pp.

OPERATIONS

Education And Training

Publications in the Educational Aid and Educational Circular series.

Understanding Your Cooperatives. C.H. Kirkman, Jr. 1978. CIR 6.

Mr. Chairman. C. H. Kirkman, Jr. CIR 8 Revised 1979. 28 pp.

Cooperatives—Distinctive Business Corporations. C. H. Kirkman, Jr. CIR 3. 1978. 24 pp.

Retirement Plans of Farmer Cooperatives. French M. Hyre. Circular 21. 1957. 17 pp.

What Are Patronage Refunds? David Volkin. CIR 9. Revised 1978. 12 pp.

Handling Net Margins Under Federal Tax Laws. Information 39. Revised 1977. 8 pp.

Using Co-op Members' Money. C.H. Kirkman, Jr. CIR 13. Revised 1978. 15 pp.

Bookkeeping Forms Your Co-op Needs. Francis P. Yager. CIR 19. Revised 1978. 11 pp.

Guides to Co-op Bookkeeping. Francis P. Yager. CIR 20. Revised 1978. 15 pp.

The Sunkist Adventure. C. H. Kirkman, Jr. Information 94. 1975. 108 pp.

Riceland Foods: Innovative Cooperative In the International Market. David Morrissy. Information 101. 1975. 136 pp.

Central Carolina Farmers: Growth and Operations. Phillip F. Brown. Information 103. 1975. 56 pp.

How Farm Marketing Cooperatives Return Savings to Patrons. Donald R. Davidson. Research Report 7. 1970. 81 pp.

A Financial Profile of Farmer Cooperatives in the United States. Research Report 23. 1972. 71 pp.

Need for Expanding Livestock Credit in the Southeast. R. L. Fox and L.L. Monroe. Research Report 28. 1975. 28 pp.

Thinking About Co-op Investments? Robert D. Dahle and Jerald L. Nelson. 1973. 14 pp.

Equity Redemption Practices of Agricultural Cooperatives. Phillip F. Brown and David Volkin. Research Report 41. 1977. 36 pp.

Foreign Trade

Improving the Export Capability of Grain Cooperatives. Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. Research Report 34. 1976. 104 pp.

What Are Cooperatives? C.H. Kirkman, Jr. CIR 4. Revised 1978. 10 pp. (Also in Spanish)

What Co-op Directors Do. C. H. Kirkman, Jr. CIR 14. Revised 1978. 12 pp. (Also in Spanish)

Members Make Co-ops Go. C. H. Kirkman, Jr. CIR 12. Revised 1978. 11 pp. (Also in Spanish)

Measuring Co-op Directors. C.H. Kirkman, Jr. CIR 15. Revised 1978. 11 pp.

Manager Holds an Important Key to Co-op Success. C.H. Kirkman, Jr. CIR 16. Revised 1978. 12 pp. (Also in Spanish)

Recruiting, Training, and Developing Workers for Farmer Cooperatives. Irwin W. Rust. Information 77. 1971. 98 pp.

Using Co-op Members' Money. C. H. Kirkman, Jr. CIR 13. Revised 1978. 15 pp.

Opportunities in the Co-op World—A Leader's Program for Youth. C.H. Kirkman, Jr., Information 80. 1971. 52 pp.

Is There a Co-op In Your Future? C.H. Kirkman, Jr. CIR 10. Revised 1978. 36 pp.

Bookkeeping Forms Your Co-op Needs. Francis P. Yager. CIR 19. Revised 1978. 11 pp.

Employees Help Co-ops Serve. C. H. Kirkman, Jr. CIR 17. 1978. 15 pp.

Guides to Co-op Bookkeeping. Francis P. Yager. CIR 20. Revised 1978. 15 pp.

Guidelines Co-op Employees Need. C.H. Kirkman, Jr. CIR 18. 1978. 28 pp.

Communication and Training in Local Supply Cooperatives in Virginia—Views of Managers and Directors. Roland E. Duckett and R. Lee Chambliss. Research Report 18. 1971. 16 pp.

Finance

Financing New Cooperatives. Raymond Williams and Richard Douglas. PA1229. 1979. 32 pp.

Export Techniques of Grain Cooperatives. Donald E. Hirsch. Information 104. 1977. 45 pp.

American Farmers in the Grain Export Business. Arvin R. Bunker. CIR 22. 1978. 44 pp.

Agricultural Exports by Cooperatives. Donald E. Hirsch. 1979. FCRR 5, pp.

Export Marketing Guide for Cooperatives. Donald E. Hirsch. Marketing Research Report 1074. 1977. 86 pp.

'Elements of Success' Aid Export Decision. Donald E. Hirsch. Reprint 2. 1976. 4 pp.

Legal Matters

Mr. Chairman. CIR 8. Revised 1979. 12 pp.

Legal Implications in Coordinating Activities of Bargaining Associations. David Volkin. Information 63. 1971.

Legal Phases of Farmer Cooperatives. Morrison Neely. Information 100. 1976. 747 pp.

Part I-Sample Legal Documents, Legal Phases of Farmer Cooperatives. Information 100. 1976. 45 pp.

Part II-Federal Income Taxes, Legal Phases of Farmer Cooperatives. Information 100. 1976. 101 pp.

Part III-Antitrust Laws. Legal Phases of Farmer Cooperatives. Information 100. 1976. 56 pp.

Capper-Volstead Impact on Farmer Cooperatives. Joseph G. Knapp. Information 97. 1975. 48 pp.

Understanding Capper-Volstead. David Volkin. Reprint 392. 1974. 8 pp.

Management

Mr. Chairman. CIR 8. Revised 1979. 28 pp.

Providing Equitable Treatment for Large and Small Members. Irwin W. Rust. Information 21. 1961. 15 pp.

What Co-op Directors Do. C.H. Kirkman, Jr. CIR 14. Revised 1978. (Also in Spanish)

Future Structure and Management of Dairy Cooperatives. George C. Tucker and William J. Monroe. 1979. FCRR 7 pp.

Measuring Co-op Directors. C.H. Kirkman, Jr. CIR 15. Revised 1978. (Also in Spanish)

Manager Holds an Important Key to Co-op Success. C.H. Kirkman, Jr. CIR 16. Revised 1978. (Also in Spanish)

Some Reasons Why Farmer Co-ops Fail. Reprint 149. 1958. 12 pp.

What Directors Expect of Managers. David Volkin. Reprint 337. 1967. 2 pp.

Should Co-ops Rotate Directors? Irwin W. Rust. Reprint 383. 1971. 4-fold.

MARKETING-GENERAL

Agricultural Exports by Cooperatives. Donald E. Hirsch. FCRR 5. 1979. 60 pp.

Helping Farmers Build Cooperatives—The Evolution of Farmer Cooperative Service. Martin A. Abrahamsen and Andrew W. McKay. Circular 31. 1962. 82 pp.

The Sunkist Adventure. C.H. Kirkman, Jr. Information 94. 1975. 108 pp.

Riceland Foods: Innovative Cooperative In the International Market. J. David Morrissy. Information 101. 1975. 136 pp.

Central Carolina Farmers: Growth and Operations. Phillip F. Brown. Information 103. 1975. 56 pp.

How Farm Marketing Cooperatives Return Savings to Patrons. Donald R. Davidson. Research Report 7. 1969. 81 pp.

New Dimensions of Cooperative Bargaining. ESCS Report 31. 1978. 90 pp.

Shenandoah Valley Poultry Marketing Cooperative. Raymond Williams and Phillip F. Brown. ESCS 29. 1979. 48 pp.

Grain Marketing Patterns of Local Cooperatives. Charles A. Kraenzle and Francis P. Yager. Research Report 31. 1976. 36 pp.

Joint Ventures Involving Cooperatives In Food Marketing. Fred E. Hulse and Michael J. Phillips. Marketing Research Report 1040. 1975. 32 pp.

Do Regional Marketing Co-ops Operate at Cost? Donald R. Davidson. Reprint 362. 1969. 4 pp.

Let's Talk About Marketing Agreements. William Black and Ronald D. Knutson. Reprint 393. 1974. 12 pp.

Export Techniques of Grain Cooperatives. Donald E. Hirsch. Information 104. 1977. 45 pp.

Fruit, Vegetable, and Nut Cooperatives. CIR 1, Section 13. 1978. 58 pp.

Cooperative Special Services. John M. Bailey. Information 105. 1977. 28 pp.

Small Fresh Fruit and Vegetable Cooperative Operations. Richard S. Berberich. Information 106. 1977. 29 pp.

Integrated Cattle Marketing-A Better Way. Clement E. Ward. Information 107. 1977. 16 pp.

Processed Potato Growers' Association-Information and Organization. Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. Research Report 35. 1977. 56 pp.

Marketing Slaughter Cows and Calves in the Northeast. John T. Haas, Paul C. Wilkins, and James B. Roof. Research Report 36. 1977. 60 pp.

Marketing Operations of Dairy Cooperatives. George C. Tucker, William J. Monroe, and James B. Roof. Research Report 38. 1977. 46 pp.

Cooperative Marketing Alternatives for Sheep and Lamb Producers. David L. Holder. Marketing Research Report 1081. 40 pp.

New Climate for Agricultural Bargaining. Proceedings of the 21st National Conference of Bargaining and Marketing Cooperatives. January 14-15, 1977. San Juan, Puerto Rico. 106 pp.

How to Improve Lamb Marketing. David L. Holder. Information 109. 1977. 9 pp.

Cooperative Market Pooling. T.M. Hammond. Oregon Circular of Information 657. 1976. 56 pp.

Bargaining

Legal Implications in Coordinating Activities of Bargaining Associations. David Volkin. Information 63. 1969. 14 pp.

Bargaining Cooperatives-Selected Agri-Industries. Gilbert W. Biggs and J. Kenneth Samuels. Information 90. 1973. 22 pp.

Cooperative Bargaining Developments in the Dairy Industry. Ronald D. Knutson. Research Report 19. 1971. 52 pp.

Cooperative Bargaining Selections from the Proceedings of the National Conferences of Agricultural Bargaining Cooperatives. James B. Roof. Service Report 113. 1970. 158 pp.

Improving the Export Capability of Grain Cooperatives. Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. Research Report 34. 1976. 104 pp.

New Dimensions of Cooperative Bargaining. ESCS Report 31. 1978. 114 pp.

New Climate for Agricultural Bargaining. 1977. 106 pp.

Processed Potato Growers' Association-Information and Organization. Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. Research Report 35. 1977. 56 pp.

Livestock

Cooperative Bargaining Developments in the Dairy Industry. Ronald D. Knutson. Research Report 19. 1971. 52 pp.

Livestock and Wool Cooperatives. CIR 1, Sec. 14. 1979. 32 pp.

Integrated Cattle Marketing—A Better Way. Clement E. Ward. Information 107. 1977. 16 pp.

Marketing Slaughter Cows and Calves in the Northeast. John T. Haas, Paul C. Wilkins, and James B. Roof. Research Report 36. 1977. 60 pp.

Marketing Operations of Dairy Cooperatives. George C. Tucker, William J. Monroe, and James B. Roof. Research Report 38. 1977. 46 pp.

Future Structure and Management of Dairy Cooperatives. George C. Tucker and William J. Monroe. FCRR 7. 1978. pp.

A Contract Integrated Cooperative Cattle Marketing System. Clement E. Ward. Marketing Research Report 1078. 1977. 28 pp.

Cooperative Market Alternatives for Sheep and Lamb Producers. David L. Holder. Marketing Research Report 1081. 1977. 40 pp.

The Future Role of Cooperatives in the Red Meats Industry. Marketing Research Report 1089. 1978. 112 pp.

Cooperative Strategies for the Pork Industry. David L. Holder and Ralph E. Hepp. 1978. MRR 1097. 44 pp.

How to Improve Lamb Marketing. David L. Holder. Information 109. 1977. 9 pp.

Cooperative Brands and Processed Foods. Clement E. Ward and David Morrissy. Information 110. 1977. 47 pp.

Livestock Cooperatives in the Southeast. John T. Haas. Research Report 13. 1970. 32 pp.

Need for Expanding Livestock Credit in the Southeast. R.L. Fox and L.L. Monroe. Research Report 28. 1975. 28 pp.

Major Crops-Food And Feed Grains

Agricultural Exports by Cooperatives. Donald E. Hirsch. FCRR 5. 1979. 60 pp.

American Farmers in the Grain Export Business. Arvin R. Bunker. CIR 22. 1979. 44 pp.

Regional Grain Cooperatives, 1976-77. Stanley K. Thurston. 1979. CRR 6 pp.

Regional Grain Cooperatives, 1974-75. Stanley K. Thurston. Service Report 150. 1976. 36 pp.

Export Techniques of Grain Cooperatives. Donald E. Hirsch. Information 104. 1977. 45 pp.

Growth of Cottonseed and Soybean Processing Cooperatives. Elmer Perdue and Daniel H. McVey. Information 75. 1971. 92 pp.

Edible Soy Protein: Operational Aspects of Producing and Marketing. Bert D. Miner. Research Report 33. 1976. 92 pp.

Grain Marketing Patterns of Local Cooperatives. Charles A. Kraenzle and Francis P. Yager. Research Report 31. 1976. 36 pp.

Improving the Export Capability of Grain Cooperatives. Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. Research Report 34. 1976. 104 pp.

Ohio Livestock Trends: 1950-73—Projections for 1985. David L. Holder. Service Report 147. 1976. 64 pp.

Export Techniques of Grain Cooperatives. Donald E. Hirsch. Information 104. 1977. 45 pp.

Grain Cooperatives. CIR 1, Sec. 15. 1979. pp.

Cooperative Market Pooling. T.M. Hammond. Oregon Circular of Information 657. 1976. 56 pp.

Major Crops-Cotton

Growth of Cottonseed and Soybean Processing Cooperatives. Elmer Perdue and Daniel H. McVey. Information 75. 1971. 92 pp.

A Producer-Based Cotton Marketing System. James E. Haskell. Marketing Research Report 1016. 1973. 36 pp.

Local Cooperatives in Integrated Pest Management. Donald L. Vogelsang. Research Report 37. 1977. 52 pp.

It's Time to Consider Integrated Pest Management. Donald L. Vogelsang. Reprint 1. 1976. 6 pp.

Cooperative Market Pooling. T.M. Hammond. Oregon Circular of Information 657. 56 pp.

Major Crops-Fruits And Vegetables

Bargaining Cooperatives: Selected Agri-Industries. Gilbert W. Biggs and J. Kenneth Samuels. Information 90. 1973. 22 pp.

The Sunkist Adventure. C.H. Kirkman, Jr. Information 94. 1975. 108 pp.

Small Fresh Fruit and Vegetable Cooperative Operations. Richard S. Berberich. Information 106. 1977. 29 pp.

Cooperative Fruit and Vegetable Processors in the United States. Richard S. Berberich. Marketing Research Report 1024. 1974. 36 pp.

Red River Valley Potato Growers—Profile and Economic Concerns. Frank W. Hussey. Service Report 139. 1974. 18 pp.

Processed Potato Growers' Association—Information and Organization. Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. Research Report 35. 1977. 56 pp.

Cooperative Market Pooling. T.M. Hammond. Oregon Circular of Information 657. 1976. 56 pp.

New Climate for Agricultural Bargaining. 1977. 106 pp.

New Dimension of Cooperative Bargaining. 1978. 114 pp.

Piggybacking fresh Vegetables: California to the Midwest and Northeast. FCRR 10. 1979. 67 pp.

Speciality Crops And Products

Identifying the Need for Forestry Associations. Clyde B. Markeson. Educational Circular 20. 1965. 6 pp.

Outdoor Recreation-A New Potential for Cooperation. Clyde B. Markeson and Job K. Savage. Educational Circular 28. 1966. 9 pp.

The Cooperative Approach to Outdoor Recreation. William R. Seymour. Information 57. 1968. 12 pp.

Articles on Forestry Cooperatives. Reprint 355 1962. 16 pp.

Feasibility of Revitalizing the Maine Sugarbeet Industry. Fred E. Hulse. Service Report 141. 1974. 32 pp.

MEMBER AND PUBLIC RELATIONS-GENERAL

Farmer Cooperative Directors: Characteristics and Attitudes. Gilbert W. Biggs. Research Report 44. 1978. 64 pp.

Voting Systems in Agricultural Cooperatives. Clement E. Ward. FCRR 2. 1979. 24 pp.

Using Cooperative Directors to Strengthen Member Relations. Irwin W. Rust. Educational Circular 23. 1965. 8 pp.

Strengthening Cooperative Member Interest and Support. Irwin W. Rust. Educational Circular 30. 1966. 12 pp.

Organizing and Conducting Cooperatives' Annual Meetings. French M. Hyre and Irwin W. Rust. CIR 21. 1979. 60 pp.

Farmer Cooperatives and the Community. John H. Heckman. Information 8. 1958. 12 pp.

Stepping Stones to Good Member Relations. Luther E. Raper. Information 29. 1962. 28 pp.

Communication and Training in Local Supply Cooperatives in Virginia—Views of Managers and Directors. Roland Duckett and R. Lee Chambliss, Jr. Research Report 18. 1971. 30 pp.

Co-op Month Reveals 12 Good Tips Toward Making an Event a Success. Gene Ingalsbe. Reprint 386. 1972. 4 pp.

Women Become Energy Source for Cooperatives. Beryle Stanton. Reprint 389. 1973. 6-fold.

Opportunities in the Co-op World—A Leader's Program for Youth. C.H. Kirkman, Jr. Information 80. 1971. 52 pp.

What Young Farmers Think About Cooperatives. Gene Ingalsbe. Reprint 388. 1972. 6 pp.

PURCHASING-GENERAL

Midsize Farm Supply Cooperatives: Characteristics and Growth Strategy. John M. Foschia. Research Report 45. 1978. 40 pp.

Growth of Cooperatives in Seven Industries. Lyden O'Day. Cooperative Research Report 1. 1978. 56 pp.

Improving Cooperative Farm Machinery Operations. Lloyd C. Biser. ESCS Report 36. 1978. 32 pp.

Major Regional Cooperative Supply Organizations—Years Ended in 1974 and 1975. J. Warren Mather. Research Report 40. 1977. 110 pp.

Cooperative Car Care Centers—Operations of Eight in the South. John M. Bailey. Service Report 138. 1974. 15 pp.

Feed

Growth of Cottonseed and Soybean Processing Cooperatives. Elmer Perdue and Daniel H. McVey. Information 75. 1971. 92 pp.

Cooperatives' Position in Feed Manufacturing. J. Warren Mather and John M. Bailey. Research Report 25. 1973. 49 pp.

Specialization in Cooperative Feed Manufacturing. J. Warren Mather and John M. Bailey. Research Report 27. 1974. 27 pp.

Major Regional Cooperative Supply Operations—Years Ended in 1974 and 1975. J. Warren Mather. Research Report 40. 1977. 110 pp.

Fertilizer

Major Regional Cooperative Supply Operations—Years Ended in 1974 and 1975. J. Warren Mather. Research Report 40. 1977. 110 pp.

Cooperative Fertilizer Marketing and Manufacturing—1949/50-1969/70. Plant Capacities in 1972. J. Warren Mather. Research Report 24. 1973. 44 pp.

Cooperative Farm Fertilizer Cost: Comparison with Noncooperative Sources. Donald L. Vogelsang. FCRR 8. 1979. 36 pp.

Petroleum

Major Regional Cooperative Supply Operations—Years Ended in 1974 and 1975. J. Warren Mather. Research Report 40. 1977. 110 pp.

Integrated Petroleum Operations of Farmer Cooperatives. J. Warren Mather and John M. Bailey. Research Report 21. 1971. 19 pp.

Seed

Major Regional Cooperative Supply Organizations—Years Ended in 1974 and 1975. J. Warren Mather. Research Report 40. 1977. 110 pp.

RESEARCH

Organizations Serving Cooperatives. Cooperative Information Report 1, Section 5. 1978. 40 pp.

Cooperative Special Services. John M. Bailey. 1977. 28 pp.

Cooperative Research: Progress and Problems. Martin A. Abrahamsen. Research Report 26. 1973. 40 pp.

TRANSPORTATION AND DISTRIBUTION

Trucking: Lease or Buy? Eldon E. Brooks and James Jacks. Research Report 42. 1977. 20 pp.

Railcar Coordination Among Cooperatives. Robert J. Byrne and Earl B. Miller. Research Report 43. 1977. 24 pp.

Motortrucks Operated by Farmer Cooperatives. Eldon E. Brooks and Earl B. Miller. Research Report 47. 1978. 36 pp.

Cooperative Transportation and Distribution. CIR 1, Sec. 12. 1978. 28 pp.

RURAL DEVELOPMENT

Identifying the Need for Forestry Associations. Clyde B. Markeson. Educational Circular 20. 1965. 6 pp.

Outdoor Recreation-A New Potential for Cooperation. Clyde B. Markeson and Job K. Savage. Educational Circular 28. 1966. 9 pp.

The Cooperative Approach to Outdoor Recreation. William R. Seymour. Information 57. 1968. 12 pp.

Cooperative Development in Rural Areas. CIR. 1, Sec. 4. 1978. 34 pp.

The Cooperative Approach to Crafts. Gerald R. Ely. Program Aid 1001. 1972. 26 pp.

Better Living by Working Together.. Raymond Williams. Program Aid 1035. 1973. 14 pp.

Co-op Stores and Buying Clubs. Don Lefever. 1972. 77 pp.

The Cooperative Approach to Rural Development. Raymond Williams, Program Aid 1088. 1974. 18 pp.

Advising People About Cooperatives. C. H. Kirkman, Jr. and Paul O. Mohn. Program Aid 1147. 1976. 24 pp.

Cooperative Approach to Crafts for Senior Centers. Gerald E. Ely. Program Aid 1156. 1976. 20 pp.

Fishery Cooperative Operations. John M. Bailey. Research Report 30. 1976. 35 pp.

